



**Sonata Consolidated Revenue for the Year at Rs 1568 Crores and Q4 FY12 at Rs. 316.81 Crores
Board Recommends Final Dividend of Rs 0.25 per share.**

Mumbai, May 24, 2012

Leading IT Consulting and Services company, Sonata Software Ltd. today reported its audited financial results for the quarter and for the year ended March 31, 2012.

Highlights:

(Rs. in Crores except earnings per share)

Year 2011-12

Stand Alone

- Revenue at Rs. 225.37
- EBIDTA at Rs. 31.06
- Net profit at Rs. 14.91
- Earnings per share at Rs. 1.42
- Cash Reserve Rs. 84.32

Consolidated

- Revenue at Rs. 1568
- EBIDTA at Rs. 49.80
- Net Loss at Rs. 2.59
- Cash Reserve Rs. 143.74

Quarter 4 2011-12

Stand Alone

- Revenue at Rs. 52.42
- Net loss at Rs. 3.02

Consolidated

- Revenue at Rs. 316.81
- Net Loss at Rs. 13.65

The above results do show a drop in performance. The adverse results are mainly due to restructuring cost provisions that we have had to make in our Joint venture, TUI Infotec GmbH coupled with excess capacity in anticipation of revenue growth and a challenging foreign exchange environment in the International services business. In the domestic business segment, realigning our product portfolio and an adverse tax and regulatory environment surrounding this business has contributed to the drop in margins.

The Company has made significant progress in addressing the above issue and is poised for a sustainable performance in 2013.



Sonata Software Ltd Financial results - Consolidated Financial Results

(In Rs. Cr.)

Revenues	Quarter 4 11-12	Quarter 4 10-11	Year 11-12	Year 10-11
International IT Services	65.49	76.56	279.69	298.67
TUI InfoTec GmbH (Joint Venture)	113.73	128.75	494.80	503.98
Domestic - Products & Services	137.59	119.39	793.52	602.15
Consolidated	316.81	324.70	1,568.00	1,404.80

EBIDTA	Quarter 4 11-12	Quarter 4 10-11	Year 11-12	Year 10-11
International IT Services	(1.55)	19.31	31.09	76.48
TUI InfoTec GmbH (Joint Venture)	3.69	17.93	27.60	64.07
Domestic - Products & Services	(0.42)	2.11	3.00	17.59
Total	1.72	39.35	61.70	158.15

Employee Restructuring cost provisions in TUI Infotec	7.56	-	11.89	-
Consolidated	(5.84)	39.35	49.80	158.15

PAT	Quarter 4 11-12	Quarter 4 10-11	Year 11-12	Year 10-11
International IT Services	(2.26)	18.05	20.70	66.00
TUI InfoTec GmbH (Joint Venture)	(3.51)	4.64	(7.59)	11.12
Domestic - Products & Services	(4.09)	0.37	(9.74)	8.48
Total	(9.86)	23.05	3.37	85.61

Employee Restructuring cost provisions in TUI Infotec (50.1%)	3.79	-	5.96	-
Consolidated	(13.65)	23.05	(2.59)	85.61

Notes

- 1) Consolidated Revenue, EBIDTA and PAT are after elimination of inter-company transactions.
- 2) Consolidated includes Sonata Software Limited, Sonata Information Technology Limited, TUI InfoTec GmbH, Sonata Software North America Inc. (Formerly known as Offshore Digital Services Inc.), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC.
- 3) International IT Services comprises of Sonata Software Limited, Sonata Software North America Inc. (Formerly known as Offshore Digital Services Inc.), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC.
- 4) Consolidated PAT is after minority interest.
- 5) Intercompany revenues between International IT Services and TUI InfoTec GmbH (Joint Venture) have been adjusted
- 6) Translation loss / gain on account of Consolidation of TUI InfoTec GmbH (Joint Venture) are adjusted in TUI InfoTec GmbH (Joint Venture).



Significant Projects:

Sonata is working with a multinational pharmaceutical company to develop their new Warehouse Management System. This would be rolled out at four of their major distribution centers.

A large Government organization has awarded Sonata a 3 year Infrastructure Management Services contract to provide services for their commands across 4 locations. Sonata will manage the client's Data Center operations around the areas of Unified Domain, Windows Administration, Unified Communication, Exchange mailing solution, Active Directory and Online Monitoring applications. The solution will enable effective sharing of information between departments, optimized cost and system downtime, and centralized management of domains for better control.

A leading provider of information security and compliance solutions has engaged Sonata to develop their flagship compliance solution on Microsoft .Net. Sonata will set up their Offshore Development Centre (ODC) that will architect & develop the client's next generation platforms as well as sustain their existing platform. Sonata's expertise in Product Engineering and Microsoft technologies will help the client achieve quick time-to-market, increased product quality, and reduced product development costs.

Sonata has been engaged by a market leading provider of banking software systems to maintain their global centralized Procurement System on Oracle Applications, iProc. Sonata had earlier deployed iProc across 80 of the customers' business locations globally.

About Sonata Software Limited

Sonata Software (www.sonata-software.com), headquartered in Bangalore, India, is a leading IT consulting and services company. Sonata's customers are located across the US, Europe, Middle East and the Asia-Pacific region. Its key business segments include Product Engineering (ISV), Enterprise IT and Travel, Transportation and Logistics. Sonata has been ranked among Top 10 R&D Services players globally by Zinnov Management Consulting Pvt. Ltd. Zinnov has rated Sonata 6th in the Software Products segment.

Sonata's subsidiaries include (1) TUI InfoTec – Sonata's Joint Venture with TUI, Europe's largest tourism group, (2) Sonata North America Inc (formerly Offshore Digital Services Inc) – Sonata's arm in the US, which provides development and consulting services to clients, using an Onsite-Offshore Delivery Model, (3) Sonata Software FZ LLC – Sonata's fully-owned subsidiary that provides value-based IT solutions to customers in the Middle East and (4) Sonata Information Technology Limited, which is a premier software services and product distribution company with India-focused business operations.

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